

Message Text

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44

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 COME-00 CIAE-00 DODE-00 PM-04

H-02 INR-07 L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02

SS-15 USIA-06 CG-00 DOTE-00 OMB-01 TRSE-00 /067 W

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R 191057Z NOV 76

FM AMEMBASSY BONN

TO SECSTATE WASHDC 3384

INFO AMCONSUL BREMEN

USMISSION EC BRUSSELS

AMEMBASSY ANKARA

AMEMBASSY ATHENS

AMEMBASSY BRUSSELS

AMEMBASSY COPENHAGEN

AMEMBASSY LISBON

AMEMBASSY LONDON

AMEMBASSY LUXEMBOURG

AMEMBASSY OSLO

AMEMBASSY OTTAWA

AMEMBASSY PARIS

AMEMBASSY REYKJAVIK

AMEMBASSY ROME

AMEMBASSY THE HAGUE

C O N F I D E N T I A L BONN 19522

E.O. 11652: N/A

TAGS: EAIR, GW

SUBJECT: VFW-FOKKER BID FOR US COAST GUARD CONTRACT

REF: STATE 270234

1. IN COURSE OF A GENERAL DISCUSSION NOVEMBER 15
ON AIRCRAFT INDUSTRY (REPORTED SEPTTEL) BETWEEN
MINISTRY OF ECONOMIC AFFAIRS OFFICIAL ENGEL AND EMBOFF,
SUBJECT OF COAST GUARD CONTRACT CAME UP. DETAILS OF
BIDS WELL-KNOWN LOCALLY, HAVING BEEN PUBLISHED IN
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INTERAVIA AIR LETTER OF NOVEMBER 3.

2. ENGEL SAID IT WAS NOW A FOREGONE CONCLUSION THAT THE CONTRACT WOULD GO TO DASSAULT. HE FELT THIS WAS SAD FOR VFW AND THE FRG BUT COULD NOT BE HELPED, SINCE DASSAULT WAS THE LOW BIDDER. HE SAID THAT IN AUGUST DOT DEPUTY SECRETARY BARNUM HAD ASSURED MINISTRY OF ECONOMIC AFFAIRS STATE SECRETARY GRUENER THAT VFW WOULD GET FAIR CONSIDERATION IN THE COMPETITION, AND HE, ENGEL, WAS HAPPY THAT THAT PROMISE HAD BEEN KEPT. HE ALSO WAS PLEASED THAT THE BUY AMERICA ACT WAS NOT INVOKED.

3. COMMENT: WE JUDGE THAT ENGEL REFLECTED OFFICIAL FRG POLICY IN HIS REMARKS. THERE DOUBTLESS WILL BE SOME RESIDUAL DISGRUNTLEMENT, BECAUSE MANY HERE FEEL THAT VFW SHOULD HAVE RECEIVED THE ORDER DURING THE FIRST ROUND OF BIDDING. HOWEVER, FACT THAT WINNER WAS A EUROPEAN DESIGN AND THAT VFW GOT THE FAIR TREATMENT IT REQUESTED SHOULD SERVE TO MAKE THE RESULTS TOLERABLE IF NOT PLEASING TO THE GOVERNMENT.
STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY AIRCRAFT, PROPOSALS (BID), CONTRACTS, COAST GUARDS, JOINT VENTURES
Control Number: n/a
Copy: SINGLE
Draft Date: 19 NOV 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BONN19522
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: DG ALTERED
Executive Order: GS
Errors: N/A
Film Number: D760433-1015
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761129/aaaaayme.tel
Line Count: 82
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 76 STATE 270234
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 14 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14 APR 2004 by MartinML>; APPROVED <30 JUL 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: VFW-FOKKER BID FOR US COAST GUARD CONTRACT
TAGS: EAIR, GE, US, VFW-FOKKER
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006